

## Message Text

SECRET

PAGE 01 AMMAN 00517 311310Z

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ACTION NODS-00

INFO OCT-01 ISO-00 /001 W

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FM AMEMBASSY AMMAN

TO SECSTATE WASHDC PRIORITY 6809

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FOR ATHERTON FROM PICKERING

E.O. 11652 XGDS-1

TAGS: PFOR MASS JO US UR

SUBJECT: HEAVY LIFT HELICOPTERS

REF: AMMAN 0388, STATE 022229

1. I APPRECIATE YOUR THOUGHTS ON TACTICS ON THIS ISSUE  
FOR THE FUTURE.

2. PARA 2 REFTTEL(STATE 022229) WILL BE HELPFUL AND  
SINCE WE HAVE MADE NOISES THAT SOUND LIKE THIS ALREADY  
IT IS COMFORTING TO KNOW YOU SEE THE ISSUE IN THE SAME  
WAY THAT WE DO. WE AGREE ENTIRELY THAT NO FORESEEABLE  
COMBINATION OF GRANT AND CREDIT WILL FUND THIS PROGRAM  
IN ANY ONE YEAR AND THAT JORDANIANS WILL HAVE TO WORK  
OUT PRIORITIES. THERE IS ALWAYS THE POSSIBILITY OF THE  
SAUDIS PAYING, BUT I SUSPECT ONE REASON WHY THE KING IS  
LOOKING AT THE SOVIET HELICOPTERS IS BECAUSE HE HAS GIVEN  
UP ON THE SAUDIS, ESPECIALLY CONSIDERING THE CURRENT TEETH  
PULLING EXERCISE GOING ON WITH THEM OVERHAWKS WHICH WILL  
REQUIRE A TOTAL COMMITMENT FROM RIYADH THIS YEAR OF OVER  
\$1 BILLION IF TAPLINE AND BUDGET SUBSIDIES ARE INCLUDED.  
HOWEVER IN THE LONG RUN IT MAY NOT BE TOO FAR FROM  
JORDANIAN THINKING THAT A SOVIET OFFER COULD BE A SUFFI-

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CIENT INDUCEMENT TO THE SAUDIS(AS WELL AS OURSELVES) TO

"BUY" THE SOVIETS OUT OF THE DEAL. SAUDI CONCERN AT IRAQI AID FOR THE PORT OF AQABA AND AS A RESULT THE SAUDIS RECENT BUYING OUT OF THAT IRAQI CONTRACT IS ONE EXAMPLE OF WHAT JORDANIANS MAY HAVE IN MIND.

3. I HAD NOT UNDERSTOOD THE MUNITIONS CONTROL ADVISORY OPTION HAD GONE FORWARD ALREADY. I PRESUME IT WAS LIMITED TO SIX HELICOPTERS. I WOULD OF COURSE HAVE PREFERRED TO HAVE HAD SUCH A DECISION RELAYED THROUGH THE EMBASSY WITH THE ADDED NOTION OF AN OPEN MIND ABOUT POSSIBLE FOLLOW ON DELIVERIES. AT THE PRESENT TIME IT IS NOT IMPOSSIBLE THAT COMPANIES WOULD WISH TO PAINT THE DECISION AS TOO NEGGARDLY IN THE HOPE THAT THE KING CAN GENERATE A LITTLE HEAT ON THE US THROUGH THE EMBASSY HERE TO BE MORE FORTHCOMING. THIS HAS BEEN A PRACTICE WHICH SOME COMPANIES AND THE JORDANIANS HAVE TRIED TO USE IN THE PAST. COMING NOW RIGHT AFTER WE HAVE PUT OUT THE WORST PART OF THE FIRE ON HAWK FINANCING(I HOPE) AND WHILE THE KING'S TEAM IS STILL IN MOSCOW, IT WOULD NOT BE A HAPPY CIRCUMSTANCE PARTICULARLY WHEN KING SEEMS TO ASSUME THAT A FULL US COMMERICAL SALE(FOR \$120 MILLION)IS ALREADY APPROVED. MY ONLY SUGGESTION WOULD BE TO HAVE MUNITION CONTROL QUIETLY SUGGEST TO COMPANIES THAT WE ARE NOT ABSOLUTELY RIGID ON THE SIX HELICOPTERS IF TIME AND JORDANIAN CAPACITY TO ABSORB THEM IS TAKEN INTO ACCOUNT. I HOPE THAT SUCH A HINT WOULD NOT DO VIOLENCE TO OUR RELATIONS WITH DEFENSE, WHOM WE JOIN IN WANTING TO BE SURE JORDANIANS DO NOT PROCURE MORE OF THESE ITEMS THAN THEY CAN FIND A SUE FOR OR MAN.

4. UNFORTUNATELY HAWK FINANCING FLAP HAS ALSO SET BACK EFFORTS TO PROMOTE RATIONAL PLANNING PROCESS. (I AM STRUCK BY FACT THAT THE DOD HANDLING OF HAWK FINANCING QUESTION LEAVE SOMETHING TO BE DESIRED IN TERM OF OUR OWN PLANNING ON DOD SIDE AND THIS MAY WELL OCCUR TO OUR FRIENDLY HOSTS HERE). IN ANY EVENT WE WILL KEEP PLUGGING AWAY AT THIS POINT AND I APPRECIATE AGAIN YOUR HELPFUL MESSAGE ON THE HEAVY LIFT HELOS.  
PICKERING

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## Message Attributes

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